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22 July 1988

TO: (Name, office symbol, room number,
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1. PROCUREMENT MANAGEMENT STAFF/OL

3.

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JOHN PETERSON & ASSOCIATES
BUSINESS CONSULTANTS

SUITE 212
3920 LINDELL BLVD.
ST. LOUIS, MO. 63108
314-721-5422
TELEFAX 314-176

MEMORANDUM

John Peterson and Associates was organized in 1968 to provide consulting services to public and private companies in the U. S. and foreign countries.

John Peterson and his senior associates have been senior executives of public and private companies. As a result of their experience and their personal involvement in originating and carrying out a variety of major corporate development programs for their own companies, they are unusually well qualified to assist clients.

The principal activity of the Peterson organization is to conduct acquisition searches for buying companies or merger searches for selling companies.

Other activities include organization studies, industrial surveys, both foreign and domestic, market development, financial evaluations and economic studies.

Senior associates bring to each assignment experience, objectivity, innovation and problem solving, as well as confidentiality and a sensitivity to the human equation. Generally Peterson and Associates charge monthly retainers based on time and out-of-pocket expense deductible from a fee paid on closing of 10, 5, 4, 3, 2, 1, percent of each million dollars involved. The Peterson organization also offers the additional flexibility of in-house consulting on a straight fee basis that would exclude the customary fee schedule.

Through its past search activities and the resources of our associates, the Peterson organization has developed extensive high level contacts in this country and overseas and information about opportunities in a variety of industries.

In the United States its clients have ranged from some of the top Fortune 500 numbers to small, closely held private companies. Abroad we have collaborated with other international consultants in carrying out assignments for some of the world's larger financial holding companies.

A partial list of clients who have been served in a variety of assignments include, in the United States, Monsanto Company, Anheuser-Busch, The Pet Company - A Division of IC Industries, Falstaff Brewing Corporation, American Hospital Supply, S. S. Pierce Company, Knox Arizona, Physicians Placements, Inc., U. S. Movidyn Corporation and W. R. Grace. And abroad, we have worked on assignments for Slater Walker, Rothmans International and Ruperts International.

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FILE NO. _____

John Peterson
 41 Countryside Ln
 St Louis MO 63131

MARQUIS WHO'S WHO, INC.
 200 East Ohio Street
 Chicago, IL 60611

IMPORTANT: To assure proper handling, make all biographical corrections on this form. **Do not add attachments. Do not abbreviate.** Please print all corrections clearly and legibly.

Please check above address and correct any errors.

Here is a proof of your biography as it appears in the Fourth Edition of *Who's Who in the World*. Our editors are now compiling data for consideration for inclusion in the Fifth Edition. Please check the sketch carefully to verify the accuracy and currentness of the facts presented. Please make all corrections on this form. Avoid rewriting. **Whether or not changes are necessary**, please sign this form and return it within 15 days in the envelope provided.

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ADP 10 Peterson, John, consultant; b. Portland, Me., Aug. 26, 1921; s. Edwin T.
 11 and Mary Ethel (Asnault) P.; B.S., Mass. Inst. Tech., 1943; m. Carolyn
 12 Wells, Dec. 30, 1945 (dec.); children=Constance (Mrs. Craig Schnuck),
 13 John Schuyler, Kristen, Bradford Allen. With export div. E.I. duPont de
 14 Nemours & Co., Wilmington, Del., 1946-48; with chem. div. FMC, W.R.
 15 Grace, Drew Chem. Co.; pres. Drew Foods Co., St. Louis; exec. v.p. Drew
 16 Chem. Co., St. Louis, 1966-68; founder, pres. John Peterson & Assos., St.
 17 Louis, 1968-; v.p. ops. Falstaff Brewing Corp., St. Louis, 1971-72;
 18 mayor City of Frontenac, Mo., 1968-77; dir. Fargo Holding Co.,
 19 Fargo-Wilson-Wells Co., Sta. Sq. Devel. Corp. Mem. 81-State Devel. Com.
 20 Treas., bd. dirs. Goodwill Industries; bd. dirs. Frontenac Civic Devel.
 21 Assn. Served to lt. (j.g.) USNR, 1946. Mem. Am. Chem. Soc., Am. Inst.
 22 Food Technologists, Soc. Plastics Engrs., Internat. Oil Mill Supts.
 23 Assn., Margarine Mfg. Assn. (chmn. bd. 1968). Clubs: Bridlespur Hunt,
 24 (dir.), St. Louis; Strathalbyn Farms, St. Louis; New York Athletic;
FSUVMF 25 Racquet, St. Louis. Home: # 41 Countryside Ln St Louis MO 63131 Office:
 26 John Peterson & Assos PO Box 11633 St Louis MO 63105

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REMARKS (Attach additional sheets, if necessary, for a full detailed statement)



JPA

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Telex 434176
314-721-5422

CERTIFICATION

I CERTIFY that the entries made by me above are true, complete, and correct to the best of my knowledge and belief and are made in good faith.

WITNESS:

NOTE: In case of corporation, witnesses not required but certificate below must be completed. Type or print names under all signatures.

DATE CERTIFIED

By

CONTRACTOR

TITLE

ADDRESS

NOTE: Contractor, if a corporation, should cause the following certificate to be executed under its corporate seal, provided that the same officer shall not execute both the agreement and the certificate.

CERTIFICATE

I, _____ certify that I am the _____
 of the corporation named as Contractor herein; that _____
 who signed this certificate on behalf of the Contractor, was then _____
 of said corporation; that said certificate was duly signed for and in behalf of said corporation by authority of its governing body,
 and is within the scope of its corporate powers.

(Corporate Seal)

SIGNATURE AND DATE

JOHN PETERSON AND ASSOCIATES
P.O. BOX 11633
ST. LOUIS, MO. 63105



7000

Central Intelligence Agency
Washington, DC 20505